## Message Text

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INFO OCT-01 EA-12 IO-14 ISO-00 AGRE-00 CEA-01 CIAE-00 DODE-00 EB-08 FRB-01 H-02 INR-10 INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-02 CTME-00 AID-05 SS-15 STR-07 ITC-01 TRSE-00 ICA-20 SP-02 SOE-02 OMB-01 DOE-15 /136 R

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R 251453Z JUL 78 FM SECSTATE WASHDC TO AMEMBASSY TOKYO INFO USMISSION GENEVA

**UNCLAS STATE 187131** 

E.O. 11652: N/A

TAGS: ETRD, MTN, JA

SUBJECT: TRADE FACILITATION COMMITTEE: CASE NO. 5 -- AMERICAN TOBACCO INSTITUTE

REF: TOKYO 11416

1. WE HAVE FORWARDED LETTER TRANSMITTED REFTEL TO TOBACCO INSTITUTE REPRESENTATIVES (COOK AND HENDERSON) BUT STILL AWAIT THEIR FORMAL COMMENTS ON ORIGINAL MITI RESPONSE PRIOR TO PROCEEDING WITH CASE.

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2. EMBASSY IS CORRECT IN JUDGEMENT THAT NEITHER USG NOR TOBACCO INSTITUTE REGARDS LATEST RESPONSE AS A SOLUTION TO CASE, PARTICULARLY SINCE PRICE ADJUSTMENT OF 10 YEN/PER PACK IN PARTIAL RESPONSE TO APPRECIATION OF YEN HARDLY REPRESENTS A SIGNIFICANT SHIFT IN JTS PRICING POLICIES. ON DISTRIBUTION ISSUE, OUR POSITION ON CIGARETTES WILL PROBABLY BE SIMILAR TO THAT ON CIGARS (SEE SEPTEL) I.E.,

THAT A GREATER NUMBER OF AUTHORIZED OUTLETS EVEN UNDER CURRENT JTS REGULATIONS WOULD RESULT FROM GREATER CONSUMER DEMAND AS A CONSEQUENCE OF A SIGNIFICANT REDUCTION IN PRICE OF IMPORTED CIGARETTES. THE JTS RESPONSE ON ADVERTISING IS SOMEWHAT LESS CLEAR TO US AT

THIS POINT AND WE WOULD APPRECIATE EMBASSY VIEWS ON THE NATURE OF JTS REGULATIONS CONCERNTNG ADVERTISING FOR DOMESTIC AND FOREIGN CIGARETTES (E.G., DOES JTS ADVERTISE DOMESTIC BRANDS IN ANY PUBLICATION) AND WHETHER A VALID NONTARIFF BARRIER EXISTS IN THIS AREA.

3.WASHINGTON IS EXAMINING APPROPRIATENESS OF RATSING TOBACCO MONOPOLY PRACTICES IN GATT AS INCONSISTENT WITH GATT ARTICLES 3 AND 17. BUT IT WILL TAKE TIME TO BUILD A LEGAL CASE (ESPECIALLY SINCE JACKSON'S LEGAL ANALYSIS OF ARTICLES 17 IN WORLD TRADE AND THE LAW OF GATT, BEING POUCHED, IS NOT HELPFUL), AND WE WOULD MUCH PREFER TO SETTLE MATTER BILATERALLY WITH JAPAN.

4. WE BELIEVE THAT JTS PROBLEM SHOULD BE COVERED BY MTN AND BY TFC SINCE WE HAVE RAISED RESTRICTIVE JTS PRACTICES IN EACH OF THESE NEGOTIATING FORA. AT THIS POINT, IT WOULD NOT APPEAR PRODUCTIVE TO DEBATE WITH THE GOJ ON WHETHER THESE PRACTICES VIOLATE ITS UNCLASSIFIED

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INTERNATIONAL OBLIGATIONS. VANCE

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TAGS: ETRD, JA, MTN

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